

Message Text

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73

ACTION EB-11

INFO OCT-01 EUR-25 ADP-00 CAB-09 CIAE-00 COME-00 DODE-00

INR-10 NSAE-00 RSC-01 FAA-00 L-03 DOTE-00 RSR-01 /061 W

----- 112146

R 011906Z AUG 73

FM AMEMBASSY BONN

TO SECSTATE WASHDC 6626

INFO AMEMBASSY LONDON

AMEMBASSY PARIS

USMISSION BERLIN

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E.O. 11652: N/A

TAGS: ETRN, WB, GW

SUBJECT: CIVAIR - PAN AM ENTRY INTO BERLIN IT CHARTER
MARKET

REF: (A) STATE 148542, (B) STATE 143920, (C) BONN 10249

1. THE BRITISH AND FRENCH HAVE CONCURRED IN PAN AM'S PROPOSAL TO ENTER THE IT CHARTER MARKET BETWEEN BERLIN AND POINTS IN THE MEDITERRANEAN AREA. PAN AM (RUNETTE) HAS BEEN INFORMED. BRITISH CAA KIRK SAID HE HAD CONSULTED DTI LONDON AND THE ONLY BRITISH COMMENT WAS THAT, IF AS A RESULT OF OBTAINING IT CONTRACTS PAN AM SHOULD STATION ONE OR MORE ADDITIONAL AIRCRAFT IN BERLIN, THE AIRCRAFT NOT BE USED AS A BASIS FOR EXPANDING PAN AM'S SCHEDULED IGS OPERATIONS. EMBASSY CAA ASSURED KIRK THAT THIS WAS NOT PAN AM'S STATED INTENTION, NOTED THAT EVEN IF PAN AM TRIED TO EXPAND IGS SCHEDULED FLIGHTS, THEY WOULD STILL BE SUBJECT TO TRIPARTITE APPROVAL AND STRESSED THAT IN THE PRESENTLY UNFAVORABLE MARKET FOR IGS SCHEDULED SERVICES THERE WAS NO LIKELIHOOD THAT PAN AM WOULD BE INTERESTED IN INCREASING SCHEDULES OR ADDING EXTRA SECTIONS.

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2. THE EMBASSY IS INFORMING MODERN AIR THAT TRIPARTITE

CONCURRENCE HAS BEEN GIVEN TO PAN AM PLANS. WITH REFERENCE TO PARA. 3, REFTTEL (B), SINCE THE DEPARTMENT WOULD LIKE TO SEE MAT CONTINUE ITS OPERATIONS AT TEGEL, WE SUGGEST THAT IT WOULD BE USEFUL FOR THE DEPARTMENT TO DISCUSS THE DESIRABILITY OF MAT'S CONTINUED, VIABLE OPERATION WITH PAN AM IN WASHINGTON. FROM WHAT PAN AM HAS TOLD US OF ITS PLANS IN THE PAST FEW DAYS, WE NOW HAVE DOUBTS THAT PAN AM WOULD BE PREPARED TO LIMIT ITS IT CHARTER ACTIVITIES TO THE UTILIZATION OF ITS CURRENT EXCESS IGS CAPACITY, AS THE EMBASSY HAD ORIGINALLY SUGGESTED IN REFTTEL (C). NEVERTHELESS WE THINK THIS POINT WORTH RAISING WITH PAN AM.

3. RUNETTE INFORMED US JULY 31 THAT IT WAS NOT CERTAIN PAN AM WOULD WIN THE CONTRACT IT IS TRYING TO GET. ALTHOUGH THE BOEING 727'S OPERATED BY PAN AM ARE MORE EFFICIENT ON A PER MILE BASIS THAN THE CONVAIR 990'S OPERATED BY MODERN AIR, THE 727'S MUST MAKE A TECHNICAL STOP TO REACH MANY OF THE MEDITERRANEAN DESTINATIONS, INCLUDING MALLORCA. THE 990'S CAN MAKE IT NON-STOP, WHICH MAKES THE SITUATION VERY COMPETITIVE

4. THE CHARTERS REFERRED TO BY PAN AM REPS IN WASHINGTON, (PARA 1, REFTTEL) ARE IT AFFINITY AND SINGLE ENTITY CHARTERS WHICH PAN AM AND BEA OPERATE TO DESTINATIONS ON THEIR IGS SCHEDULED ROUTES, THAT IS; ON-LINE CHARTERS. PAN AM AND BEA FROM TIME TO TIME HAVE ALSO OPERATED INTERNATIONAL CHARTERS FROM BERLIN TO A VARIETY OF COUNTRIES, WITHOUT HOWEVER CUTTING INTO THE IT MEDITERRANEAN BUSINESS HERETOFORE LIMITED TO THE SUPPLEMENTAL CARRIERS. HILLENBRAND

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 01 AUG 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: hilburpw
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973BONN10980
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: BONN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19730866/aaaabwfk.tel
Line Count: 92
Locator: TEXT ON-LINE
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 73 (A) STATE 148542, (B) STATE 14392, 0, (C) BONN 10249
Review Action: RELEASED, APPROVED
Review Authority: hilburpw
Review Comment: n/a
Review Content Flags:
Review Date: 01 AUG 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <01-Aug-2001 by kelleyw0>; APPROVED <06-Sep-2001 by hilburpw>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: CIVAIR - PAN AM ENTRY INTO BERLIN IT CHARTER MARKET
TAGS: ETRN, WB, GE
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005